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MGT602 Master File for Quizzes

Question # 2 of 15 (Start time: 01:13:47 AM) Total Marks: 1

Which of the following is the objective of General Agreement on Tariffs and Trade (GATT)?

Select correct option:

Imposing the tariffs and imports quotas

Liberalizing trade by reducing quotas

Introduce more advance impost quotas

Eight rounds of tariff reduction

Question # 4 of 15 (Start time: 01:15:26 AM) Total Marks: 1

Which one of the following has the primary motive of independence and ability to advance in the corporate rewards?

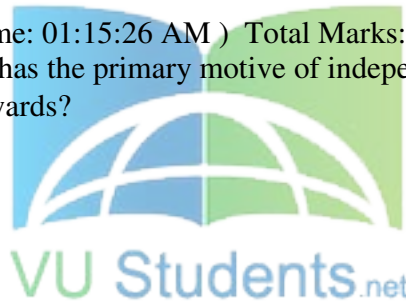
Select correct option:

Traditional managers

Entrepreneurs

Intrapreneurs

Administrative managers



Question # 5 of 15 (Start time: 01:16:53 AM) Total Marks: 1

Which one of the following describes the statement “the time span available for creating the new venture”?

Select correct option:

Opportunity Analysis

Window of opportunity

Opportunity assessment

Opportunity identification

Question # 8 of 15 (Start time: 01:19:02 AM) Total Marks: 1

Which of the following is the fruitful source for identifying business opportunities?

Select correct option:

Business associates

Technical people

Consumers

All of the given options

Question # 15 of 15 (Start time: 01:21:03 AM) Total Marks: 1

Which of the following is the entrepreneurial domain of management structure?

Select correct option:

Formalized hierarchy

Flat with multiple informal networks

Clearly defined authority

Organizational culture

Question # 1 of 15 (Start time: 01:34:53 AM) Total Marks: 1

Which of the following describes the statement; “method of stimulating, and then capitalizing on, individuals in an organization who think that something can be done differently and better”

Select correct option:

Entrepreneurship

Intrapreneurship

Managerial domain

Administrative domain



Question # 5 of 15 (Start time: 01:35:59 AM) Total Marks: 1

Which of the following is a sound strategic option for an organization when its purpose is to get the 100% ownership in the international business operations?

Select correct option:

Mergers & acquisitions

Joint venture

Majority interest

Indirect exporting

Question # 6 of 15 (Start time: 01:37:21 AM) Total Marks: 1

Which of the following is the desirable factor for an entrepreneur while forming a new venture?

Select correct option:

Sub culture

Stakeholder

Role models

Marketing

Question # 13 of 15 (Start time: 01:41:04 AM) Total Marks: 1

Which of the following country has the social structure that discourages

entrepreneurship?

Select correct option:

Singapore

Japan

Pakistan

Hong Kong

Question # 1 of 15 (Start time: 01:46:14 AM) Total Marks: 1

Which of the following is the method for individuals to solve problems through one of four mechanisms: personal, direct, symbolic and fantasy?

Select correct option:

Gordon method

Synetics

Heuristics

Scientific method

Question # 9 of 15 (Start time: 01:47:51 AM) Total Marks: 1

Which of the following is the best method for developing new idea by looking at the positives and negatives of an item?

Select correct option:

Free association

Attribute listing

Forced relationship

Value analysis

Question # 12 of 15 (Start time: 01:49:30 AM) Total Marks: 1

Which one of the following theory has the attribute of moderate risk taking as a function of skill, not chance?

Select correct option:

Need for independence

Need for achievement

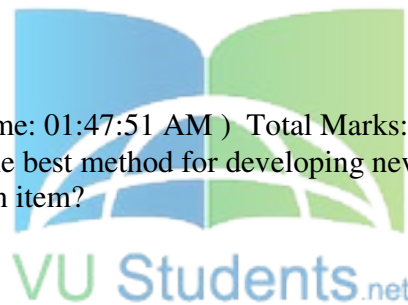
Need for affiliation

Need for authority

Question # 13 of 15 (Start time: 01:50:44 AM) Total Marks: 1

An actor or a person who managed large production projects was termed as the entrepreneur in the _____.

Select correct option:



Earliest period

Middle ages

17th century

19th and 20th century

Question # 2 of 15 (Start time: 01:53:46 AM) Total Marks: 1

In Eastern World most successful entrepreneurs started their business in the age:

Select correct option:

Early 40s

Early 30s

Early 50s

Early 60s

Question # 7 of 15 (Start time: 01:55:28 AM) Total Marks: 1

Which of the following has formalized hierarchy of management structure?

Select correct option:

Managerial domain

Entrepreneurial domain

Intrapreneurial domain

Political domain



Question # 8 of 15 (Start time: 01:55:53 AM) Total Marks: 1

Which of the following key elements of entrepreneurial background satisfy this statement? "No compromise on the quality of product during the business".

Select correct option:

Education

Personal values

Work History

Motivation

Question # 14 of 15 (Start time: 01:58:04 AM) Total Marks: 1

Members of distribution channels are excellent sources for new ideas because:

Select correct option:

They are familiar with the needs of the market

They earn a handsome profit from new business

They do not bother if entrepreneur bears a loss

They have well-developed sales force

Question # 10 of 15 (Start time: 06:43:17 PM) Total Marks: 1

Entrepreneur may start his business by considering following number/s of option/s

Select correct option:

- 1
- 2
- 3
- 4**

Question # 14 of 15 (Start time: 02:23:44 AM) Total Marks: 1

Which of the following is not a form of cash flow financing?

Select correct option:

Line of credit

Inventory loan

Character loan

Installment loan

Question # 3 of 15 (Start time: 01:52:06 AM) Total Marks: 1

Which of the following is the best option for starting the business with equity financing?

Select correct option:

Sole Proprietor

Corporation

Partnership firm

None of the above



Question # 1 of 15 (Start time: 01:36:45 AM) Total Marks: 1

SBA provides:

Select correct option:

Finance without interest

Finance with interest

Guarantees for getting loans

Financing up to 90 % of principal amount

Question # 10 of 15 (Start time: 01:26:39 AM) Total Marks: 1

Banks are usually reluctant to give loan to the

Select correct option:

Private Limited Companies

Partnership firm

Public Limited Companies

Sole Proprietor

Question # 7 of 15 (Start time: 01:18:04 AM) Total Marks: 1

What is the primary concern of founders who trade equity for capital for their growing venture?

Select correct option:

Capitalization

Investor capabilities

Valuation

Control

Question # 9 of 15 (Start time: 01:19:38 AM) Total Marks: 1

_____ distribute profits to owners through dividends

Select correct option:

Sole Proprietor

General Partnership

Limited Partnership

Corporation

Question # 9 of 15 (Start time: 12:08:36 AM) Total Marks: 1

Directors in corporation are elected by the _____

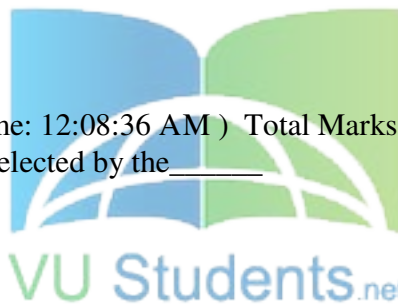
Select correct option:

Middle Level Managers

Entrepreneur

Shareholders

Low level Managers



Question # 6 of 15 (Start time: 11:57:12 PM) Total Marks: 1

Investors usually prefers the income statement which projects the sales volume of _____ years

Select correct option:

1

2

3

4

Question # 5 of 15 (Start time: 11:55:48 PM) Total Marks: 1

In a _____, bonds can be used to raise capital.

Select correct option:

Sole Proprietor

General Partnership

Corporation

Limited Partnership

Question # 10 of 15 (Start time: 11:30:35 PM) Total Marks: 1

Capital rising entirely depends on the entrepreneur in which of the following entity?

Select correct option:

Corporation

Sole Proprietorship

Partnership

All of the above

Question # 2 of 15 (Start time: 10:56:14 PM) Total Marks: 1

Which one of the following options has NOT a total taxable entity?

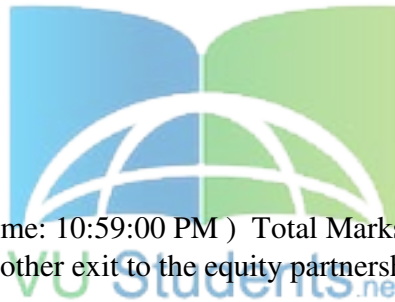
Select correct option:

Minor partner

Limited partner

General partner

All of the given options



Question # 10 of 15 (Start time: 10:59:00 PM) Total Marks: 1

Which of the following is another exit to the equity partnership arrangement?

Select correct option:

Impartial partnership

General partnership

Royalty partnership

Minor partnership

Question # 8 of 15 (Start time: 10:35:24 PM) Total Marks: 1

Which type of Job analysis enlists the qualification of individual?

Select correct option:

Job Description

Job Specification

Job identification

All of the above options

Question # 9 of 15 (Start time: 10:09:45 PM) Total Marks: 1

Which of the following is the backbone of financial plan?

Select correct option:

Budgeting

- Capital
- Nature of the business
- All of the above options

Question # 9 of 15 (Start time: 09:33:20 PM) Total Marks: 1

Which of the following shows the example of collateral?

Select correct option:

- Real State
- Shares
- Tangible property
- All of the given options**

Question # 14 of 15 (Start time: 09:35:11 PM) Total Marks: 1

Which of the following cannot be used as basis of loan?

Select correct option:

- Worth of the business
- Inventory
- Fixed asset
- All of the above**



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Question # 8 of 15 (Start time: 09:21:44 PM) Total Marks: 1

Which one of the following is the systematic assembly of all the facts about a job?

Select correct option:

- Job Specification
- Job Description
- Job Identification
- Job Analysis**

Question # 9 of 15 (Start time: 09:23:05 PM) Total Marks: 1

Which of the following is independently owned and operated and not dominant in its field of operation?

Select correct option:

- Diversified Organization
- International Business
- Small Business**
- Entrepreneurship

Question # 5 of 15 (Start time: 06:54:52 PM) Total Marks: 1

Corporation has_____ Taxation system

Select correct option:

No

Triple

Single

Double

Question # 9 of 15 (Start time: 06:20:01 PM) Total Marks: 1

In which of the following sources the large positive cash flow may need to be invested?

Select correct option:

Long term

Short term

Average term

None of the above options

Question # 9 of 15 (Start time: 05:10:31 PM) Total Marks: 1

Major contribution of export comes from:

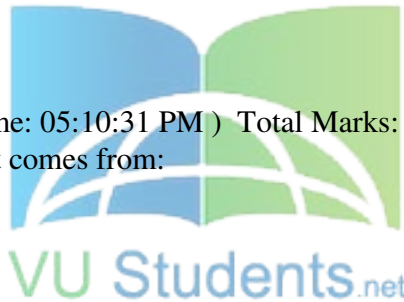
Select correct option:

Leather goods

Surgical instrument

Sports goods

All of the given options



Question # 15 of 15 (Start time: 05:12:46 PM) Total Marks: 1

LLC is more flexible than

Select correct option:

S Corporation

Limited Partnership

Sole Proprietor

All of the above

Question # 1 of 15 (Start time: 02:43:45 AM) Total Marks: 1

There is evidence that an entrepreneur usually has _____ parents.

Select correct option:

Self employed

Discouraged

Non supportive

Strict

Question # 2 of 15 (Start time: 02:44:25 AM) Total Marks: 1

In which of the following year implementation of SBA Financial plan took place?

Select correct option:

1971

1972

1973

1974

Question # 3 of 15 (Start time: 02:45:13 AM) Total Marks: 1

In stage of responsibility allocation process the entrepreneur follows:

Select correct option:

Highly centralized decision making process

Highly decentralized decision making process

Somewhat centralized decision making process

No particular standard

Question # 4 of 15 (Start time: 02:45:29 AM) Total Marks: 1

An ice cream producing company merges with a cotton spinning company this merger is an example of:

Select correct option:

Diversified activity merger

Product extension merger

Market extension merger

Vertical merger

Question # 5 of 15 (Start time: 02:45:45 AM) Total Marks: 1

Foundation companies are formed from:

Select correct option:

Fashion

Most popular business

A winding up company

Research and development

Question # 7 of 15 (Start time: 02:47:06 AM) Total Marks: 1

The _____ plan should contain control points to ascertain progress.

Select correct option:

Business

Marketing
Financial
Operational

Question # 8 of 15 (Start time: 02:48:28 AM) Total Marks: 1

The intersection of knowledge and a recognized social need to start a product development process is called:

Select correct option:

Iterative synthesis

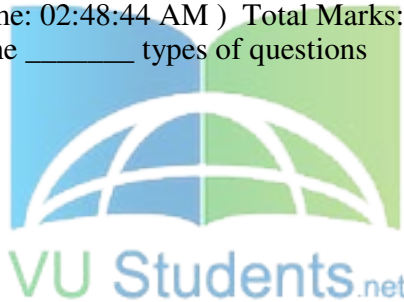
Product-evolution process
Ordinary innovation
Situation analysis

Question # 9 of 15 (Start time: 02:48:44 AM) Total Marks: 1

A marketing Plan answers the _____ types of questions

Select correct option:

- 1
- 2
- 3**
- 4



Question # 10 of 15 (Start time: 02:48:59 AM) Total Marks: 1

An entrepreneur into the hosiery business found out the reason his hosiery was not selling was due to its color. What could be the best source of this information?

Select correct option:

Supplier

Retailer

Competition
Government bureau

Question # 11 of 15 (Start time: 02:49:16 AM) Total Marks: 1

A short-term, internal source of funds can be obtained by reducing all of following EXCEPT:

Select correct option:

Short-term assets
Cash
Fixed Assets
Inventory

Question # 12 of 15 (Start time: 02:50:43 AM) Total Marks: 1

An individual's need to be recognized is called:

Select correct option:

Need for independence

Need for affiliation

Need of fame

Need for achievement

Question # 13 of 15 (Start time: 02:50:57 AM) Total Marks: 1

External forces directly affect all of the following EXCEPT:

Select correct option:

Market segmentation strategies

Types of products/services offered

Management structure of organization

Choice of businesses to acquire or sell

Question # 14 of 15 (Start time: 02:51:12 AM) Total Marks: 1

The activities which occur when the new venture is started are called:

Select correct option:

Motivation

Goal orientation

Departure point

Business skills

Question # 15 of 15 (Start time: 02:51:26 AM) Total Marks: 1

Which of the following contains large number of new ideas?

Select correct option:

Files of Patent office

Official Gazette

Government patent Board

All of the given option

Question # 1 of 15 (Start time: 03:04:13 AM) Total Marks: 1

An entrepreneur doing business within the national border is called:

Select correct option:

International entrepreneurship

Intrapreneurship

Domestic entrepreneurship

Imports

Question # 2 of 15 (Start time: 03:04:34 AM) Total Marks: 1

An entrepreneur is a person who is a:

Select correct option:

Risk taker

Initiator

Actor

All of the given options

Question # 3 of 15 (Start time: 03:04:41 AM) Total Marks: 1

Which of the following number of years a mortgage loan may possibly cover?

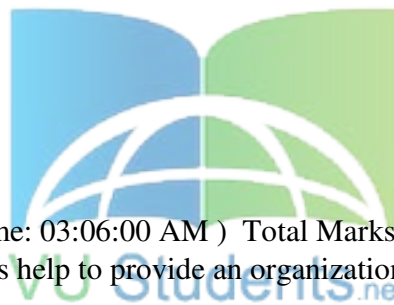
Select correct option:

20

30

10

40



Question # 4 of 15 (Start time: 03:06:00 AM) Total Marks: 1

Which of the following plans help to provide an organization chart indicating the lines of authority?

Select correct option:

Physical

Business

Organizational

Marketing

Question # 5 of 15 (Start time: 03:06:23 AM) Total Marks: 1

Which of the following has a contradictory relationship with an individual for being an entrepreneur?

Select correct option:

His birth order

Parents' social status

Parents' occupation

Relationship with parents

Question # 6 of 15 (Start time: 03:06:59 AM) Total Marks: 1

Which one of the following is the fourth step in the entrepreneurial process?

Select correct option:

- Developing successful business ideas
- Deciding to become an entrepreneur
- Growing the entrepreneurial firm**
- Moving from an idea to an entrepreneurial firm

Question # 7 of 15 (Start time: 03:07:13 AM) Total Marks: 1

The entrepreneur utilizes the resources through:

Select correct option:

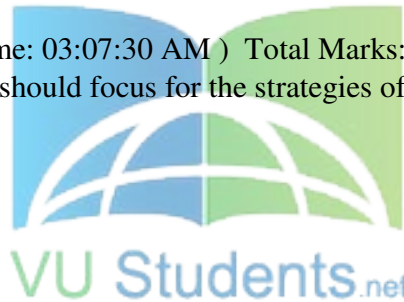
- Identifying and evaluating the opportunity
- Developing a business plan
- Implementing the business plan**
- Manage the enterprise

Question # 8 of 15 (Start time: 03:07:30 AM) Total Marks: 1

The Marketing Plan section should focus for the strategies of

Select correct option:

- First Year
- First two years
- First Three Years**
- First four years



Question # 10 of 15 (Start time: 03:08:13 AM) Total Marks: 1

Licensing is a significant marketing strategy to:

Select correct option:

- Use intellectual property of others
- Pirate others' patents
- Grow the business in new markets**
- Control the costs

Question # 12 of 15 (Start time: 03:08:46 AM) Total Marks: 1

Following are the important aspects of international success EXCEPT:

Select correct option:

- Planning
- Diversification**
- Reporting
- Control

Question # 13 of 15 (Start time: 03:09:03 AM) Total Marks: 1

Which of the following grants the owner protection from anyone else making, using and selling the identified innovation?

Select correct option:

Utility patent

Design patent

Plant patent

International patent

Question # 14 of 15 (Start time: 03:09:18 AM) Total Marks: 1

Which of the following contains all backup material that is not included in the text of business plan?

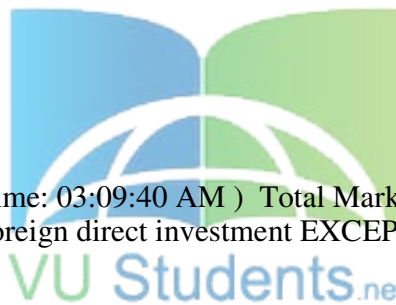
Select correct option:

History of entrepreneur

Financial plan

Appendix

Bibliography



Question # 15 of 15 (Start time: 03:09:40 AM) Total Marks: 1

Following are the types of foreign direct investment EXCEPT:

Select correct option:

Joint venture

Management contracts

Minority interest

Merger

Question # 1 of 15 (Start time: 03:26:42 AM) Total Marks: 1

The transitional disturbance and lack of reform has led to boom black market in:

Select correct option:

China

Hungary

Singapore

Poland

Question # 2 of 15 (Start time: 03:27:11 AM) Total Marks: 1

Degree of influence and control on other people is called:

Select correct option:

Locus of control

Locomotion of control
Locust of control
Loss of control

Question # 4 of 15 (Start time: 03:27:36 AM) Total Marks: 1
The activity which occurs when the new venture is started are called:
Select correct option:

Motivation
Business skills
Departure point
Goal orientation

Question # 5 of 15 (Start time: 03:27:51 AM) Total Marks: 1
The commitment of administrative domain to the resources is for:
Select correct option:

Periodic intervals
Total amount needed
For certain tasks
For long time



Question # 6 of 15 (Start time: 03:28:12 AM) Total Marks: 1
An actor and a person who managed large project were termed as the entrepreneur in the _____.
Select correct option:

Earliest period
Middle ages
17th century
19th and 20th century

Question # 7 of 15 (Start time: 03:28:33 AM) Total Marks: 1
Which of the following is the previous name of SME?
Select correct option:

SPCC
SMEDA
SBFC
FMBC

Question # 8 of 15 (Start time: 03:29:16 AM) Total Marks: 1
The evaluation criteria for the new product should include all of the following, EXCEPT:

Select correct option:

Determination of market demand

Determination of the suppliers

Pricing and marketing policies of other competing firms

Product should be profitable

Question # 9 of 15 (Start time: 03:29:35 AM) Total Marks: 1

Which of the following is NOT a requirement of Disclosure Document?

Select correct option:

Description of the invention

Claims for invention's usefulness

Photos of invention

Cover letter

Question # 11 of 15 (Start time: 03:30:02 AM) Total Marks: 1

Why should an entrepreneur do a feasibility study?

Select correct option:

To see if there are possible barriers to success

To identify possible sources of funds

To estimate the expected sales

To explore potential customers

Question # 12 of 15 (Start time: 03:30:19 AM) Total Marks: 1

The startups which rarely go public are called:

Select correct option:

Life style

Foundation Company

Small company

High potential venture

Question # 14 of 15 (Start time: 03:30:47 AM) Total Marks: 1

Which one of the following culture that has a climate and reward system that favor conservative decision making?

Select correct option:

Entrepreneurial

Intrapreneurial

Corporate

None of the given options

Question # 15 of 15 (Start time: 03:31:13 AM) Total Marks: 1

Which one of the following is the main problem for the entrepreneur in the beginning?

Select correct option:

Lack of experience

Limited resources

Lack of education

None of the given options

Question # 1 of 15 (Start time: 03:37:23 AM) Total Marks: 1

A Focus Group mainly consists of a sample of

Select correct option:

8-10 People

10-12 People

12-14 People

14-16 People

Question # 3 of 15 (Start time: 03:37:58 AM) Total Marks: 1

Lenders are primarily interested in the:

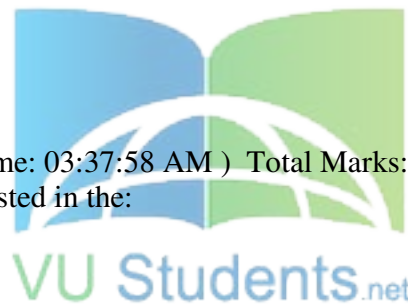
Select correct option:

Personal relationship

Ability to pay back loan

Progress of the venture

No concern



Question # 4 of 15 (Start time: 03:38:29 AM) Total Marks: 1

Selling goods to another country through a person in the entrepreneur's home country is known as:

Select correct option:

Trading

Direct export

Indirect export

Domestic sales

Question # 5 of 15 (Start time: 03:38:44 AM) Total Marks: 1

The person with capital was differentiated from the one who needed the capital in the:

Select correct option:

Middle ages

17th century

18th century

20th century

Question # 6 of 15 (Start time: 03:39:06 AM) Total Marks: 1

The most sensitive plan in the business plan is?

Select correct option:

Operational Plan

Production Plan

Marketing Plan

Financial Plan

Question # 7 of 15 (Start time: 03:39:34 AM) Total Marks: 1

Which one of the following is NOT an intrapreneurial leadership characteristic?

Select correct option:

Understands environment

Encourage the team work

Not flexible

Persistent



Question # 8 of 15 (Start time: 03:39:50 AM) Total Marks: 1

A patent is granted for a specified amount of time because of the assumption:

Select correct option:

That during this time firm will cover its development costs

That firm will earn a sufficient profit during this period

To limit the monopoly of the firm

That it will stimulate idea and development of a better product

Question # 9 of 15 (Start time: 03:40:05 AM) Total Marks: 1

On the part of entrepreneur which of the following has/ have a great concern to the

Investors

Select correct option:

Experience

Commitment

Knowledge

All of the above

Question # 10 of 15 (Start time: 03:40:33 AM) Total Marks: 1

Which one of the following is NOT an internal factor?

Select correct option:

New technology

Manufacturing

Marketing

Personnel

Question # 11 of 15 (Start time: 03:41:35 AM) Total Marks: 1

Which of the following would be an advantage of starting a new business over acquisition?

Select correct option:

Established customer base

Customer response to location

Existing employees

All of the above

Question # 12 of 15 (Start time: 03:43:06 AM) Total Marks: 1

The entrepreneur must possess the abilities:

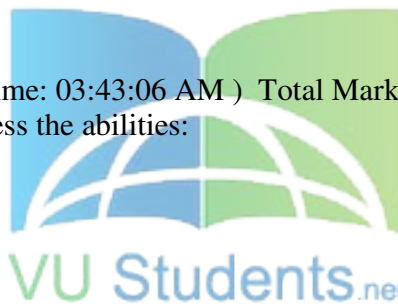
Select correct option:

Creative

Conceptualization

Understanding environment

All of the given options



Question # 13 of 15 (Start time: 03:43:22 AM) Total Marks: 1

Good entrepreneurs are usually from families which are:

Select correct option:

Landlords

Capitalists

Can be from any family with supportive parents

Conservative parents

Question # 14 of 15 (Start time: 03:43:29 AM) Total Marks: 1

Which of the following statements about the entrepreneurial climate is (are) true?

Select correct option:

Trial and error are discouraged.

Resources of the firm need to be available and easily accessible

A multidisciplinary approach is discouraged.

Failures are not allowed

Question # 1 of 15 (Start time: 03:51:39 AM) Total Marks: 1

The former USSR received technology and syrup from Pepsi and provided it with Soviet vodka and rights to distribute it in the US. This is an example of:

Select correct option:

Economic development

Barter system

Balance of payment

International trade

Question # 2 of 15 (Start time: 03:51:51 AM) Total Marks: 1

The combining of two or more independent bodies into a single body is known as:

Select correct option:

Joint venture

Merger

Rivalry

Protectionist attitudes

Question # 3 of 15 (Start time: 03:52:08 AM) Total Marks: 1

Which one of the following has NO liability on the part of entrepreneur business?

Select correct option:

Partners

Board of advisors

Shareholders

Board of directors

Question # 4 of 15 (Start time: 03:53:34 AM) Total Marks: 1

Which one of the following is the first step in the entrepreneurial process?

Select correct option:

Developing successful business ideas

Deciding to become an entrepreneur

Growing the entrepreneurial firm

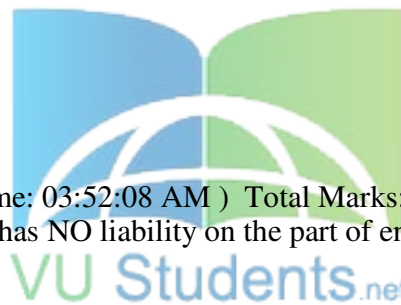
Moving from an idea to an entrepreneurial firm

Question # 5 of 15 (Start time: 03:53:49 AM) Total Marks: 1

Developing a new idea through inquiry and testing is called:

Select correct option:

Heuristics



Forced relationship

Scientific method

Value analysis

Question # 7 of 15 (Start time: 03:54:16 AM) Total Marks: 1

Selling goods to another country by taking care of transactions is called:

Select correct option:

Indirect exporting

Direct exporting

Importing

Management contract

Question # 9 of 15 (Start time: 03:54:43 AM) Total Marks: 1

For the success of business plan the goals should be

Select correct option:

Limitless

Generalized

Specific

Imaginary



Question # 10 of 15 (Start time: 03:55:05 AM) Total Marks: 1

Generally, male entrepreneurs start their first venture in the age of:

Select correct option:

Late 20s

Early 30s

Late 30s

Early 40s

Question # 11 of 15 (Start time: 03:55:13 AM) Total Marks: 1

Which of the following are the key factors for choosing the type of financing?

Select correct option:

Availability of funds

Assets of the venture

Prevailing interest rates

All of the above options

Question # 12 of 15 (Start time: 03:55:48 AM) Total Marks: 1

A contract must be signed by:

Select correct option:

At least one party

Both the parties

Not necessary to sign

By third party

Question # 13 of 15 (Start time: 03:55:55 AM) Total Marks: 1

Which of the following can not be covered under the copyright protection?

Select correct option:

Computer software

Computer hardware

Poems and songs

Models and sculpture

Question # 14 of 15 (Start time: 03:56:02 AM) Total Marks: 1

_____ is required if a company wants to be more flexible in adopting changes.

Select correct option:

Management commitment

Contact with customers

Technology

More productivity



Question # 15 of 15 (Start time: 03:56:17 AM) Total Marks: 1

Which of the following factors does not affect a person for being an entrepreneur?

Select correct option:

Work history

Nationality

Education

Personal values

Question # 1 of 15 (Start time: 04:48:59 PM) Total Marks: 1

Sales revenue of the internet based business can be projected from the:

Select correct option:

Number of customers

Number of Hits

Number of clicks

All of the above options

Question # 2 of 15 (Start time: 04:49:37 PM) Total Marks: 1

The assessment of the needed resources by the entrepreneur starts with:
Select correct option:

An appraisal of the entrepreneur's present resources

- An assessment of economic conditions of the country
- A scanning of friends and family for funds
- A survey of banks and other financial institutions in the area

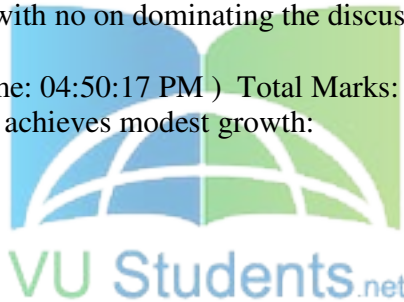
Question # 4 of 15 (Start time: 04:49:58 PM) Total Marks: 1
Which of the following is NOT followed in brainstorming?
Select correct option:

Criticism is done by the group members

- The wilder idea is better
- Quantity of ideas is required
- The session should be fun, with no one dominating the discussion

Question # 5 of 15 (Start time: 04:50:17 PM) Total Marks: 1
Which of the following firm achieves modest growth:
Select correct option:

- High potential growth firm
- Foundation firm
- Life style**
- Public company



Question # 7 of 15 (Start time: 04:50:40 PM) Total Marks: 1
In an international perspective, which of the following decisions are NOT covered under strategic planning of an entrepreneur?
Select correct option:

What are unique characteristics of each market?

- Who should be involved in marketing decisions?
- What customer benefits are provided by the product?
- What are the company's major strengths and weaknesses?

Question # 9 of 15 (Start time: 04:51:08 PM) Total Marks: 1
The _____ plan describes how the product will be distributed and priced.
Select correct option:

- Financial
- Production
- Venture

Marketing

Question # 11 of 15 (Start time: 04:51:47 PM) Total Marks: 1

Members of distribution channels are excellent sources for new ideas because:

Select correct option:

They are familiar with the needs of the market

They earn a handsome profit from new business

They do not bother if entrepreneur bears a loss

They have well-developed sales force

Question # 12 of 15 (Start time: 04:52:06 PM) Total Marks: 1

Gazelles are the firms with:

Select correct option:

High growth rate

Moderate growth rate

Zero% growth rate

Low growth rate

Question # 14 of 15 (Start time: 04:52:30 PM) Total Marks: 1

Which of the following budget is required for the purchase of new equipment?

Select correct option:

Sales Budget

Operational Budget

Capital Budget

Manufacturing Budget

Question # 4 of 15 (Start time: 03:39:48 PM) Total Marks: 1

The longest lasting trade agreement with the objective of liberalizing trade by eliminating or reducing tariffs, subsidies and quotas is:

Select correct option:

Free trade area – FTA

European community – EC

General agreement on tariffs and trade – GATT

The North American free trade agreement – NAFTA

Question # 5 of 15 (Start time: 03:40:41 PM) Total Marks: 1

Which of the following techniques is an excellent method for initially screening ideas and concepts in addition to generating new ideas?

Select correct option:

Focus group

Problem inventory analysis
Brain storming
Reverse brainstorming

Question # 6 of 15 (Start time: 03:41:45 PM) Total Marks: 1

Individuals influencing an entrepreneur's career choice and style are known as:
Select correct option:

Role model

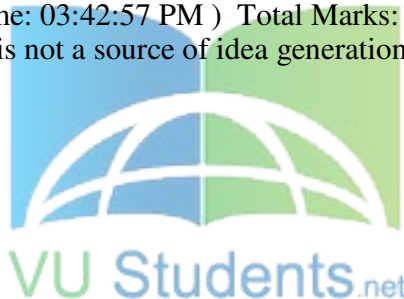
Moral-support network
Professional support network
Support system

Question # 7 of 15 (Start time: 03:42:57 PM) Total Marks: 1

Which one of the following is not a source of idea generation?
Select correct option:

Consumers
Brain storming
Focus group

None of the given options



Question # 8 of 15 (Start time: 03:44:11 PM) Total Marks: 1

Which of the following gives the owners a negative right, preventing anyone from making, using, or selling the invention?
Select correct option:

Patent

Copyright
Trade mark
Trade secret

Question # 9 of 15 (Start time: 03:44:55 PM) Total Marks: 1

Targeting the market consists of _____ Procedures
Select correct option:

- 1
- 2
- 3
- 4**

Question # 10 of 15 (Start time: 03:46:11 PM) Total Marks: 1

In Focus group discussion carries in
Select correct option:

Formal Way

Informal Way

Both of the above

Problematic Way

Question # 11 of 15 (Start time: 03:47:29 PM) Total Marks: 1

Which one of the following is a sound strategic option for an entrepreneur when synergy is present?

Select correct option:

Merger

Joint venture

Minority interest

Majority interest

Question # 15 of 15 (Start time: 03:51:15 PM) Total Marks: 1

Which of the following is NOT a characteristic of an entrepreneur?

Select correct option:

Need for independence

Need for affiliation

Need for achievement

Risk taking

Question # 1 of 15 (Start time: 07:11:52 PM) Total Marks: 1

Front level managers have _____ Skill

Select correct option:

Conceptual

Communicational

Technical

All of the above

Question # 2 of 15 (Start time: 07:13:02 PM) Total Marks: 1

Which one of the following is important for international business to avoid trade barriers?

Select correct option:

Protectionist attitude

Entrepreneurial partnering

Free trade areas

None of the given options

Question # 3 of 15 (Start time: 07:13:46 PM) Total Marks: 1

According to the governing bodies of common laws, the life of trade secret is:

Select correct option:

12 years

17 years

20 years

As long as it remains confidential

Question # 5 of 15 (Start time: 07:14:45 PM) Total Marks: 1

Which one of the Following is the way by which an entrepreneur can enter into international business?

Select correct option:

Export

Non equity arrangements

Direct foreign investment

All of the given options



VU Students.net

Question # 6 of 15 (Start time: 07:15:29 PM) Total Marks: 1

Which of the following areas are preferred by women entrepreneurs?

Select correct option:

Administration

Utilities

Manufacturing

None of the above

Question # 7 of 15 (Start time: 07:16:01 PM) Total Marks: 1

Which one of the following gives suggestions for new product but also helps to market new product in the market?

Select correct option:

Existing products and services

Distribution channels

Federal government

Consumers

Question # 8 of 15 (Start time: 07:16:30 PM) Total Marks: 1

The most important characteristic of a successful business website is:
Select correct option:

Speed

Innovation
Graphics
Products

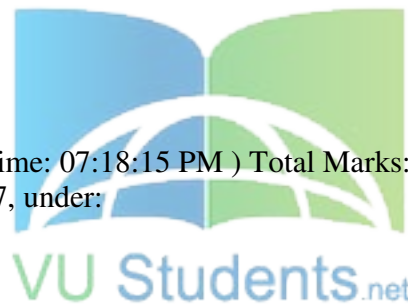
Question # 10 of 15 (Start time: 07:17:39 PM) Total Marks: 1

The creative process for problem solving that involves making the strange familiar in first step and then making the familiar strange through personal, direct or symbolic analogy is called:

Select correct option:

Synectics

Gordon method
Checklist method
Scientific method



Question # 11 of 15 (Start time: 07:18:15 PM) Total Marks: 1

GATT is established in 1947, under:

Select correct option:

Japan leadership
China leadership
U.S. leadership
U.K. leadership

Question # 13 of 15 (Start time: 07:19:14 PM) Total Marks: 1

Health insurance premium is less expensive if there is:

Select correct option:

One insured participants
Ten participants
Large group of participants
Very small group of participants

Question # 14 of 15 (Start time: 07:19:44 PM) Total Marks: 1

Which one of the following best represents the environment of an entrepreneurial oriented organization?

Select correct option:

Corporate culture

Entrepreneurial culture

Intrapreneurial culture
Traditional culture

Question # 2 of 15 (Start time: 11:36:12 AM) Total Marks: 1

Which one of the following should NOT include in the introductory page of business plan?

Select correct option:

Names and addresses of business
The name of entrepreneurs

Executive summary

Amount of financing needed

Question # 4 of 15 (Start time: 11:37:54 AM) Total Marks: 1

Which of the following is alternatively called corporate venturing?

Select correct option:

Entrepreneurship

Intrapreneurship

Act of stating a new venture
Offering new products by an existing company

Question # 5 of 15 (Start time: 11:38:49 AM) Total Marks: 1

Andrew Carnegie is an example of entrepreneur of which century:

Select correct option:

Earliest period

19th and 20th century

Middle ages
17th century

Question # 7 of 15 (Start time: 11:40:26 AM) Total Marks: 1

The business plan should be prepared by:

Select correct option:

Entrepreneurs

Consultants
Engineers
Small business administration services

Question # 10 of 15 (Start time: 11:42:25 AM) Total Marks: 1

Which of the following factors has allowed small companies to act like they are big ones?

Select correct option:

- Competition
- Economic development
- Technology**
- Customers

Question # 11 of 15 (Start time: 11:43:19 AM) Total Marks: 1

Which two work environments should be good for spawning the new enterprises?

Select correct option:

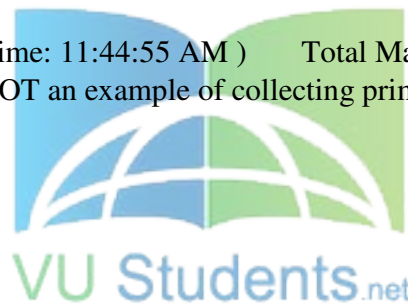
- Finance and marketing
- Finance and R&D
- Marketing and R&D**
- Marketing and IT

Question # 13 of 15 (Start time: 11:44:55 AM) Total Marks: 1

Which of the following is NOT an example of collecting primary data?

Select correct option:

- Internet**
- Focus group
- Interview
- Observation



Question # 14 of 15 (Start time: 11:46:20 AM) Total Marks: 1

Which one of the following is NOT an external factor?

Select correct option:

- New regulations
- Competition
- Social changes
- Manufacturing**

Question # 15 of 15 (Start time: 11:47:30 AM) Total Marks: 1

Which one of the following is a barriers to new product creation and development?

Select correct option:

- Trial and error
- Opportunity parameter**
- Opportunity cost
- Intrapreneurship culture

Question # 4 of 15 (Start time: 06:32:59 AM) Total Marks: 1

In terms of chronological age, most entrepreneurs initiate their entrepreneurial carrier between ages of:

Select correct option:

15 and 22

22 and 45

45 and 57

57 and 63

Question # 6 of 15 (Start time: 06:33:28 AM) Total Marks: 1

_____ is not complete without describing the venture's form of ownership.

Select correct option:

Marketing plan

Financial plan

Business plan

Organizational plan

Question # 8 of 15 (Start time: 06:34:56 AM) Total Marks: 1

Which one of the following is a method for obtaining new ideas and solutions by focusing on problems?

Select correct option:

Product inventory analysis

Gordon method

Checklist method

Scientific method

Question # 9 of 15 (Start time: 06:35:29 AM) Total Marks: 1

A _____ is also essential if a new venture is a manufacturing concern.

Select correct option:

Market analysis

Operations plan

Bank loan

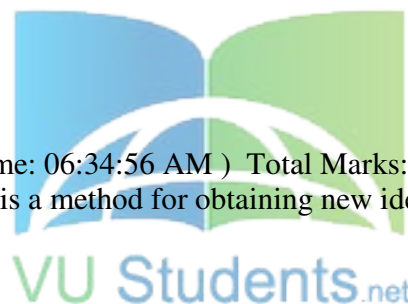
Organizational plan

Question # 12 of 15 (Start time: 06:38:06 AM) Total Marks: 1

Which of the following geographical area is having least interest to U.S. entrepreneurs?

Select correct option:

Europe



The Far East

Central Asia

Transition economies

Question # 1 of 15 (Start time: 04:14:11 PM) Total Marks: 1

Which one of the following is NOT a condition of a contract?

Select correct option:

An offer is made

An acceptance of offer

Contract must be illegal

Consideration is given

Question # 2 of 15 (Start time: 04:14:27 PM) Total Marks: 1

Which of the following receives highest investment?

Select correct option:

High potential venture

Foundation firm

Life style

Public company



Question # 4 of 15 (Start time: 04:15:01 PM) Total Marks: 1

Which of the following is/are a source of idea generation?

Select correct option:

Consumers

Federal government

Brain storming

All of the above

Question # 7 of 15 (Start time: 04:15:41 PM) Total Marks: 1

The difference between the value of a country's imports and exports over time is called:

Select correct option:

Deficit exports

Deficit imports

Balance of payment

Balance of debt

Question # 5 of 15 (Start time: 04:29:43 PM) Total Marks: 1

The product life cycle starts with which stage of product planning and development process?

Select correct option:

Test marketing stage
Product development stage
Commercialization stage

Product planning and development process is a part of product life cycle

Question # 8 of 15 (Start time: 04:30:22 PM) Total Marks: 1

The importance of intellectual property should be understood by entrepreneur even before:

Select correct option:

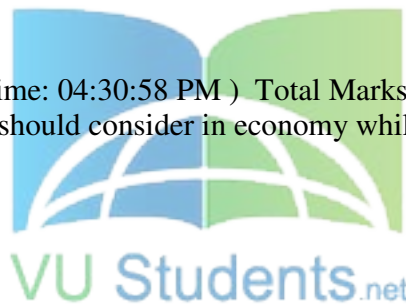
Hiring a manager
Engaging an attorney
Developing a product
Establishing new venture

Question # 10 of 15 (Start time: 04:30:58 PM) Total Marks: 1

Which one of the following should consider in economy while conducting environmental analysis?

Select correct option:

GNP
Disposable income
Unemployment
Channel of distribution



Question # 11 of 15 (Start time: 04:32:13 PM) Total Marks: 1

“What the entrepreneur hopes to accomplish” includes in the

Select correct option:

Vision statement
Mission Statement
Goal Statement
All of the above

Question # 3 of 15 (Start time: 05:03:56 PM) Total Marks: 1

The resistance of employees in an organization against flexibility, growth, and diversification can be overcome by developing:

Select correct option:

Entrepreneurship
Intrapreneurship

Managerial domain
Administrative domain

Question # 5 of 15 (Start time: 05:04:41 PM) Total Marks: 1

A typical inventor is usually _____.

Select correct option:

Highly creative & in love with the invention

Does not encourage change

Willing to modify the invention in order to augment commercial benefit

None of the given options

Question # 13 of 15 (Start time: 05:07:18 PM) Total Marks: 1

Which one of the following contracts should be in written?

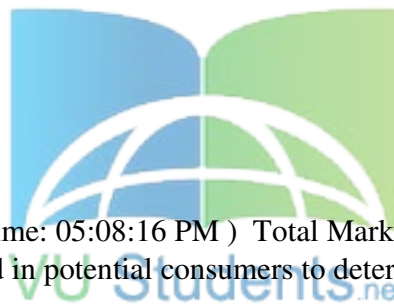
Select correct option:

Real estates

Lease

Rentals

All of the given options



Question # 15 of 15 (Start time: 05:08:16 PM) Total Marks: 1

Idea of new product is tested in potential consumers to determine consumer acceptance at _____ stage.

Select correct option:

Concept

Product development

Test marketing

Commercialization

Question # 2 of 15 (Start time: 05:39:47 PM) Total Marks: 1

Which one of the factors should be considered while assessing the space for business?

Select correct option:

Parking

Access from roadways to facility

Delivery rates

All of the given options

Question # 4 of 15 (Start time: 05:41:25 PM) Total Marks: 1

Being one's own boss is a need of:

Select correct option:

Independence

Achievement

Affiliation

Authority

Question # 5 of 15 (Start time: 05:41:46 PM) Total Marks: 1

Female entrepreneurs differ from male entrepreneurs in terms of following EXCEPT:

Select correct option:

Motivation

Business skills

Departure point

Goal orientation

Question # 9 of 15 (Start time: 05:42:55 PM) Total Marks: 1

Which of the following is NOT a characteristic of a marketing plan?

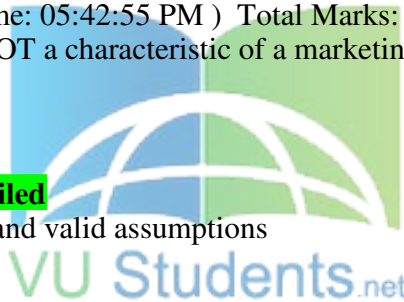
Select correct option:

It should be flexible

It should be long and detailed

It should be based on facts and valid assumptions

It should provide a strategy



Question # 11 of 15 (Start time: 05:44:22 PM) Total Marks: 1

The decision to start a new business is taken when one perceives that forming a new business is:

Select correct option:

Possible

Desirable

Accurate

Both a and b

Question # 4 of 15 (Start time: 06:44:37 PM) Total Marks: 1

In some countries, point of purchase displays is not allowed in retail stores. Such differences are studied by international entrepreneurs under _____ environment.

Select correct option:

Economic

Political

Cultural

Technological

Question # 2 of 15 (Start time: 07:24:22 PM) Total Marks: 1

The difference in the entrepreneurial and managerial domains has contributed towards an increase interest in:

Select correct option:

Forming new firms

Partnership

Intrapreneurship

Private firms

Question # 11 of 15 (Start time: 07:28:22 PM) Total Marks: 1

Which of the following is included in the description of the business?

Select correct option:

Location

Products offered

History

All of the given options

Question # 4 of 15 (Start time: 07:36:21 PM) Total Marks: 1

Which one of the following is the process of entrepreneurs developing new products that over time make current products obsolete?

Select correct option:

Creative destruction

New business model

Anatomization

None of the given options

Question # 13 of 15 (Start time: 07:39:12 PM) Total Marks: 1

Which of the following is used by entrepreneurs to acquire experience in an international market before making a major commitment?

Select correct option:

Merger

Joint venture

Minority interest

Majority interest

Question # 15 of 15 (Start time: 07:39:59 PM) Total Marks: 1

Which of the following factors does not affect a person for being an entrepreneur?

Select correct option:

Family background

Education

Personal values

Gender

Question # 2 of 15 (Start time: 07:51:57 PM) Total Marks: 1

Which one of the following is an important source of idea generation due to their familiarity with the needs of market?

Select correct option:

Existing products and services

Distribution channels

Federal government

Consumers

Question # 8 of 15 (Start time: 07:54:00 PM) Total Marks: 1

All of the following are essential to maintain secrecy EXCEPT:

Select correct option:

Train employees to refer sensitive questions to one person

Discuss business in public places

Provide escorts for all office visitors

Use simple security such as locked file cabinets

Question # 3 of 15 (Start time: 08:08:56 PM) Total Marks: 1

Which one of the following is NOT included in four C's evaluation by lender?

Select correct option:

Character

Cost

Continuity

Contribution

Question # 11 of 15 (Start time: 08:13:08 PM) Total Marks: 1

Which one the following is the uncontrollable factor in international trade?

Select correct option:

Economic

Cultural

Technological

All of the given options

Question # 2 of 15 (Start time: 08:19:31 PM) Total Marks: 1

Which one of the following system is necessary for expansion and elimination of intrapreneurial units?

Select correct option:

Management

Evaluation

Reward

Training

Question # 5 of 15 (Start time: 08:20:28 PM) Total Marks: 1

Government can help in forming new venture by providing:

Select correct option:

Finance

Technology

Infrastructure

Subsidiaries

Question # 6 of 15 (Start time: 08:20:42 PM) Total Marks: 1

The entrepreneur's _____ depends on his perception of the opportunity.

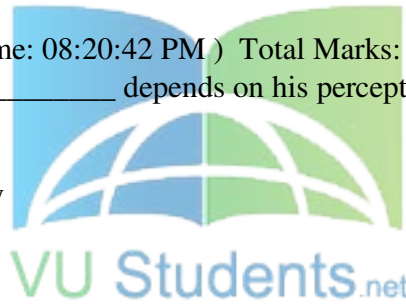
Select correct option:

Commitment to opportunity

Commitment of resources

Control of resources

Strategic orientation



Question # 7 of 15 (Start time: 08:21:23 PM) Total Marks: 1

The marketing perspective of business plan considers the venture through the eyes of:

Select correct option:

Investor

Customer

Entrepreneur

Marketing manager

Question # 13 of 15 (Start time: 08:32:53 PM) Total Marks: 1

When the multiplicity of environments become too complex to handle, the international entrepreneurs often _____

Select correct option:

Go for mergers

Diversify

Decentralize operations

Sale out the foreign business

Question # 15 of 15 (Start time: 08:33:37 PM) Total Marks: 1

Which of the following is NOT essential part of the contract?

Select correct option:

All the parties involved should be named

Transaction should be described in detail

Obtain signatures of the persons involved

Place where contract takes place

Question # 12 of 15 (Start time: 08:40:47 PM) Total Marks: 1

All of the following are the broad categories of External forces EXCEPT:

Select correct option:

Economic forces

Socioeconomic forces

Technological forces

Competitive forces

Question # 15 of 15 (Start time: 08:41:37 PM) Total Marks: 1

Which one of the following insurance is required by law?

Select correct option:

Life insurance

Property insurance

Disability and vehicle coverage

Health care coverage

Question # 4 of 15 (Start time: 08:49:19 PM) Total Marks: 1

Professional support network includes following EXCEPT:

Select correct option:

Personal affiliations

Mentor

Trade associations

Friends

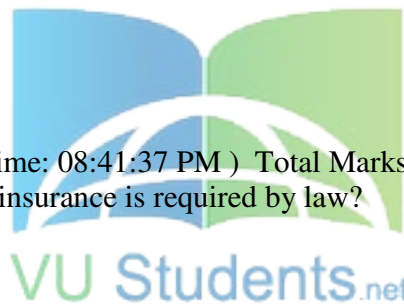
Question # 15 of 15 (Start time: 08:52:03 PM) Total Marks: 1

The resources acquired from others (creditors, banks etc) are usually:

Select correct option:

Easily available

Difficult to obtain



Very useful

Very cheap

Question # 4 of 15 (Start time: 09:07:03 PM) Total Marks: 1

The chief motivational factor for _____ entrepreneurs to leave jobs is the frustration of not being allowed to perform at the level of which they are capable.

Select correct option:

Male

Female

Young

All of the given options

Question # 5 of 15 (Start time: 09:07:27 PM) Total Marks: 1

There is an evidence that an entrepreneur usually has _____ parents.

Select correct option:

Self employed

Discouraged

Non supportive

Strict



Question # 6 of 15 (Start time: 09:07:39 PM) Total Marks: 1

Which one of the following is the next stage to the Concept Stage of Product Planning and Development Process?

Select correct option:

Idea Stage

Product Planning Stage

Product Development Stage

Test Marketing Stage

Question # 15 of 15 (Start time: 09:10:01 PM) Total Marks: 1

The _____ plan shows whether the business plan is economically feasible or not.

Select correct option:

Financial

Business

Economic

Marketing

Question # 4 of 15 (Start time: 09:15:02 PM) Total Marks: 1

Which one of the following is required to develop a good team for creating something

new?

Select correct option:

Relationship with team members

Open discussion

Non flexible behavior

Discouragement of team member's ideas

Question # 5 of 15 (Start time: 09:32:40 PM) Total Marks: 1

_____ Process of creating incremental wealth is called Entrepreneurship.

Select correct option:

Dynamic

Static

Continuous

Systematic

Question # 2 of 15 (Start time: 09:39:02 PM) Total Marks: 1

Which of the following is essential if your business deals with the Paper production?.

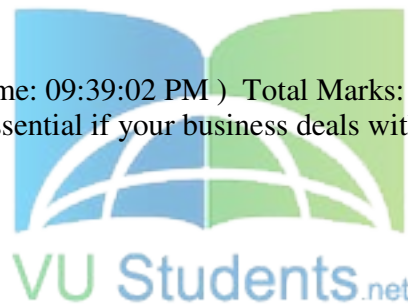
Select correct option:

Operational Plan

Bank loan

Production plan

Organizational plan



Question # 11 of 15 (Start time: 09:42:34 PM) Total Marks: 1

Which of the following has not yet been empirically established as a distinguishing characteristic of entrepreneurs?

Select correct option:

Locus of control

Feeling about independence

Need for achievement

Risk taking

Question # 14 of 15 (Start time: 11:12:29 PM) Total Marks: 1

Factors contribute to the creation of new venture EXCEPT:

Select correct option:

Government

Finance

High interest rates

Role models

Question # 1 of 15 (Start time: 11:17:28 PM) Total Marks: 1

What is a target market?

Select correct option:

A group of customers a venture reaches by accident

All consumers who purchase the venture's product

A specific group of potential customers toward which a venture aims its marketing plan

A chain of discount stores

Question # 5 of 15 (Start time: 11:18:44 PM) Total Marks: 1

Which one of the following is NOT the problem in developing the economies of different under developed countries ?

Select correct option:

Gap of knowledge

Variable rate of return

Same communication style

Different accounting system



Question # 8 of 15 (Start time: 11:25:31 PM) Total Marks: 1

Moral support network includes following EXCEPT:

Select correct option:

Spouses

Friends

Business associates

Relatives

Question # 10 of 15 (Start time: 11:35:29 PM) Total Marks: 1

Which of the following is the most important for the entrepreneur, while starting a new venture, to make an assessment of?

Select correct option:

Risk

Profit

Market

Competitors

Question # 1 of 15 (Start time: 11:58:05 PM) Total Marks: 1

According to McClelland's need theory, entrepreneurs possess which of the following

needs?

Select correct option:

Need for achievement

Need for power

Need for affiliation

Need for esteem

Question # 4 of 15 (Start time: 11:58:33 PM) Total Marks: 1

Entrepreneurial success has been significant because of the culture and the political and economic systems in _____.

Select correct option:

European countries

Asian countries

Transition economies

Middle East

Question # 11 of 15 (Start time: 11:59:23 PM) Total Marks: 1

Following are the types of non equity arrangements EXCEPT:

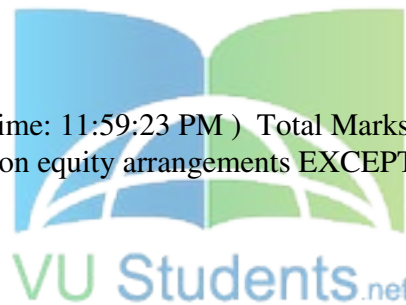
Select correct option:

Licensing

Management contracts

Direct export

Turnkey projects



Question # 6 of 15 (Start time: 12:03:50 AM) Total Marks: 1

Which of the following is a more structured method of problem solving, including principles and rules for concept formation, making observations and experiments, and finally validating the hypothesis?

Select correct option:

Scientific method

Heuristics

Attribute listing

Value analysis

Question # 9 of 15 (Start time: 12:15:05 AM) Total Marks: 1

The entrepreneur was distinguished from capital provider in:

Select correct option:

18th century

17th century
19th and 20th century
Middle ages

Question # 7 of 15 (Start time: 12:29:42 AM) Total Marks: 1

Which statement of the following relates with the ultimate goal of Business
Select correct option:

Profit Statement
Goal Statement
Mission Statement
Vision Statement

Question # 10 of 15 (Start time: 03:22:50 AM) Total Marks: 1

Which one of the following makes formation of new ventures within a corporate structure difficult?

Select correct option:

Lack of intrapreneurial talent
Lack of freedom to make autonomous decisions
Lack of market opportunity
Lack of knowledge

